

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 CIAE-00 INR-10 NSAE-00 RSC-01

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FM AMEMBASSY BRUSSELS

TO AMEMBASSY WARSAW

INFO SECSTATE WASHDC 8545

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AMEMBASSY VIENNA

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VIENNA FOR EWTC

E.O. 11652: NA

TAGS: ETRD BCOM PL BE

SUBJECT: JOINT US-POLISH TRADE COMMISSION THIRD SESSION

REF: WARSAW 4353

1. EMBASSY OFFICER DISCUSSED QUESTIONS IN REFTEL WITH R.T. KONING OF MONSANTO ON AUGUST 28. KONING CONFIRMED THAT MONSANTO RECEIVED AUTHORIZATION TO OPEN OFFICE IN WARSAW LAST SPRING, AND HE HOPES IT CAN BE OPENED BY THE END OF 1973.

2. KONING CITES AS PRINCIPAL DIFFICULTIES: (A) FINDING SUITABLE QUARTERS FOR OFFICE; AND (B) RECRUITING QUALIFIED POLISH EMPLOYEES. HE SAID COMPANY REPRESENTATIVES ARE NOW LOOKING AT SIX POSSIBLE SITES FOR THE OFFICE. ONCE SITE IS SELECTED, KONING ESTIMATES IT WILL TAKE AT LEAST SIX MONTHS TO INSTALL TELEPHONE AND TELEX FACILITIES. MONSANTO PLANS TO STAFF OFFICE ENTIRELY WITH POLISH EMPLOYEES AND INITIALLY PLANS TO HIRE ONE MANAGER, ONE ENGINEER, AND ONE SECRETARY. HIRING QUALIFIED PEOPLE, HOWEVER, IS DIFFICULT, SINCE THE BEST PEOPLE-- ACCORDING TO KONING-- ARE EMPLOYED BY THE POLISH FOREIGN

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TRADE ORGANIZATIONS WHICH DO NOT WANT TO RELEASE THEM.

3. MONSANTO EMPLOYEES HAVE GENERALLY HAD NO DIFFICULTIES IN OBTAINING SINGLE ENTRY POLISH VISAS. A RECENT EXCEPTION WAS A MONSANTO EMPLOYEE BORN IN WHAT IS NOW EAST GERMANY, WHO HAD PROBLEMS IN OBTAINING A VISA. MONSANTO EMPLOYEES HAVE NOT YET BEEN ABLE TO OBTAIN MULTIPLE ENTRY VISAS, BUT KONING HOPES THIS WILL BE POSSIBLE IN THE FUTURE--PARTICULARLY FOR EMPLOYEES WHO WILL BE INVOLVED IN SUPERVISING THE WARSAW OFFICE.

4. KONING SAID MONSANTO REPRESENTATIVES CURRENTLY SELLING IN POLAND HAVE NO DIFFICULTY CONTACTING END-USERS, AND HE ASSUMES STAFF OF NEW OFFICE WILL HAVE NO DIFFICULTY IN DOING SO EITHER. OTHER THAN DIFFICULTIES CITED IN PARAGRAPH 2, KOING SAID MONSANTO HAS ENCOUNTERED NO SIGNIFICANT PROBLEMS IN DOING BUSINESS IN POLAND. IF US REPRESENTATIVES WISH TO USE THE ABOVE INFORMATION AT THE TRADE COMMISSION MEETING. KONING WOULD PREFER THAT MONSANTO NOT BE CITED BY NAME. IF THEY WISH TO DO SO, HOWEVER, EMBASSY COULD ASK KONING TO OBTAIN AUTHORIZATION FROM HIGHER EXECUTIVE LEVELS AT MONSANTO. CROWLEY

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